



Atlantic Salt, Inc.

Expression of Interest for the

BROOKLYN MARINE TERMINAL PORT OPERATIONS & MARITIME INDUSTRIAL USES



Submitted by

Atlantic Salt, Inc.

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Cover: Unloading salt from cargo hull (left); Loading salt into delivery truck (middle); Winter storm response by NYC municipal salt spreaders (right; image credit: Staten Island Advance / Jan Somma-Hammel). All images show our product and operations.

Introductory Information

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Firm Description

Our woman-owned, family operated business has developed and run marine bulk cargo terminals along the east coast for nearly 70 years. Atlantic Salt has operated a marine bulk terminal in New York Harbor since 1977. Our affiliate, Eastern Minerals, Inc., was incorporated in 1956 servicing various New England markets. Today, Atlantic Salt, Inc. and Eastern Minerals Inc. are wholly-owned subsidiaries of Eastern Salt Company, Inc., which was organized in 1993 and is majority owned by Shelagh Mahoney. The principal cargo that we import and distribute from our marine terminals is road salt. Our core customers are state and local public safety agencies who use the salt for winter road de-icing.

Our marine operations are a critical link in the public safety infrastructure that ensures winter resilience and storm preparedness for New York City and the region. Operating as second responders, we have a strong record of meeting regional demand in the face of extreme storm events. Atlantic's New York marine terminal occupies 12 acres on the northern shore of Staten Island, and we also lease 9 acres of dock space for dry-bulk operations in Port Newark. For the past ten winter seasons, we have delivered to City/State agencies, and other customers, an average of over 500,000 tons per year from Staten Island and over 600,000 tons per year from Port Newark.

From our years of experience operating marine terminals in dense urban communities along the East Coast, we have extensive experience with the best management practices, maintenance regimens, and operational logistics necessary to be positive neighbors to both our environment and the community. In Staten Island and other cities we have forged numerous positive community relations in urban neighborhoods by connecting our facilities with the community through dialogue and public access, and by hosting festivals, events, and installations. We'd ultimately aim to continue these traditions in Brooklyn.

In the submission that follows, we describe how we would use part of the BMT, and why we are qualified to make our plans a reality. The BMT presents a rare opportunity to expand the maritime industrial capacity of New York Harbor. We are grateful for the opportunity to provide input on this development.

Financial Capacity and Capability

Ms. Mahoney and her businesses have a longstanding relationship of more than 30 years with a major national bank. The lending officers responsible for that relationship have provided and continue to provide a very robust line of working capital and financing to facilitate the operations of the road salt business. Additionally, Atlantic and its affiliated companies have a proven track record of investing their own capital and sweat-equity in major projects. The \$15 million Staten Island marine terminal renovation completed in 2008 (see response to Question 17) was executed without any project-specific financing or outside investors. Similarly, the \$7 million Rock Chapel Marine Headquarters and P.O.R.T. development completed in Chelsea, MA in 2014 (also see response to Question 17) was executed without any project-specific financing or outside investors. The proposed leasehold at the BMT and the anticipated development costs are well within the financial capacity of Atlantic Salt, Inc.

Question Responses

Use, Size, and Layout of Facility

Question 1

Describe the nature of the proposed maritime industrial operation: Who are the primary clients? What are the primary commodities? How dependent is the business on waterborne shipping?

Response: Atlantic Salt proposes to operate a portion of the BMT for transshipping bulk salt imported by ship and barge, and distributed to the city and the region by truck, as part of the region's winter storm management program.

The transshipment of salt is a multi-step material management process:

1. Salt is unloaded from cargo vessels using vessel-, dock-, or barge-mounted cranes.
2. Front-end loaders, conveyors or trucks, and dockworkers move the salt from the immediate drop area of the cranes to an upland stockpile.
3. In response to orders from sanitation / public works agencies, and highway / bridge authorities, salt is loaded from the stockpile into trucks using front-end loaders.
4. Loaded trucks are weighed on scales and dispatched to customers for delivery.



Figure 1. Salt ship unloading during winter at Atlantic Salt terminal in Staten Island, NY.

The road-salt business fluctuates seasonally:

- Loading and dispatching trucks occurs actively in the winter, but is reduced in the spring and summer months as customer demand subsides.
- Unloading ships is also most common in the winter. However, depending on weather and distribution schedules we will unload ships throughout the year.
- The salt stockpile is maintained throughout the year, but it will fluctuate in volume with weather-driven deliveries. The stockpile requires a permanent and secured area. In conformance with NYSDEC requirements and best management practices, we utilize tarps and weighted bags to cover the stockpile when customers are not ordering salt.

Some of our primary customers include:

- NYC Department of Sanitation in Brooklyn, Queens, and Staten Island;
- NYS Department of Transportation in Nassau County, Suffolk County, Rockland County, and Westchester County;
- Nassau County Department of Public Works in East Rockaway, Franklin Square, Glen Cove, Hicksville, Inwood, Manhasset, and Port Washington;
- Town of Brookhaven in Coram, NY;
- Suffolk County Department of Public Works in Bergen Point, Commack, Hampton Bays, Centereach, Huntington, Southold, Westhampton Beach, and Yaphank;
- Rockland County Highway Department in New City, Pamona, Nanuet, and Stony Point;
- Westchester County Department of Public Works in Harrison, Peekskill, Purchase, Scarsdale, and Valhalla
- Town of Yorktown in Yorktown Heights, NY



Figure 2. Salt supplied by Atlantic Salt in use by NYC Department of Sanitation during winter storm event (image credit: Staten Island Advance / Jan Somma-Hammel).

While our Staten Island and Port Newark facilities already safely serve the area, the more central location of the BMT will improve service to Brooklyn, Manhattan, the Bronx, Queens, and to communities across Long Island often stressed following severe winter storms. A salt terminal at BMT will eliminate thousands of miles of trucking and reduce trucking on the Verrazzano-Narrows Bridge, associated traffic congestion, and reduce wear and tear on city streets. Additional connection to Hunts Point through the Blue Highway would save thousands of miles of truck traffic, especially on the Brooklyn-Queens Expressway. At the BMT, road salt would enter the densest part of the city by ship, thereby, reducing bulk dump trucks on vital inbound road networks, resulting in improved traffic flow and a reduced environmental impact from truck emissions.

Our business operations are wholly dependent upon waterborne shipping as all bulk salt is imported from mines located in various locations internationally.

Question 2

Would the Respondent plan to act as a port operator/developer for the entire port facility or as a tenant to an operator?

Response: Atlantic Salt would propose serving as a tenant to the designated port operator. While we are owner-operator of a number of our marine terminals, we also have extensive experience operating as a tenant in larger terminals. As indicated in the Firm Description, we have operated out of Port Newark since 2003, leasing space from the Port Authority of New York and New Jersey. Under our other companies, we have also leased terminal space from public authorities in other harbors on the East Coast.

Question 3

How long has Respondent's business been operational? Where is Respondent's business currently located? Would a location at BMT represent an expansion of the existing business or replacement?

Response: Atlantic Salt has been operating out of a terminal located at 561 Richmond Terrace in Staten Island since 1977, and has additionally operated from Port Newark since 2003. As



Figure 3. Founders Leo and Dave Mahoney at Eastern Minerals in Chelsea, MA.

indicated in the Firm Description, our family-owned business has developed and operated marine bulk cargo terminals along the east coast for nearly 70 years.

A location at the BMT would represent an expansion of our existing business to better serve Brooklyn, Manhattan, the Bronx, Queens, and communities across Long Island.

Question 4

What location within BMT best suits Respondent's proposed use? Describe why this location is most suitable (e.g., requirement for contiguous open space, berthing space required, water depth, requirements for interior space, etc.).

Response: In our preliminary site plan (see Figure 13) we identify a specific location and specific configuration for our operations. However, our operations could be adapted to other configurations and locations on the Terminal. Generally, our operations would require:

- Stockpile/dispatch area
- Use of a berth
- Preferred seasonal use of a “swing pad” adjacent to the berth/pier
- Truck and machine access between the above locations and the right-of-way (we have also illustrated potential direct street access from our stockpile/dispatch to minimize conflict with other uses within the terminal)

The stockpile/dispatch area would be delineated with a perimeter fence with two gates for truck ingress and egress. In addition to the cargo stockpile, we would also locate a dispatch booth, truck scale, and truck lanes within the enclosure.

Given the heavy loads exerted by salt piles, we have historically located our stockpiles on solid/filled land as opposed to pile-supported piers. Our present understanding of the location of the bulkhead/shoreline within the BMT has informed our proposed stockpile location. If the final BMT design for other areas supports the requisite loads for storing salt, we would be open to alternative locations.

From our experience as a tenant within other shared terminals, we find that a short-term-use “swing pad” area near the pier is a valuable resource. This “swing pad” would be a location with direct access to the berth/pier for short-term storage of material unloaded from vessels. From our experience, the “swing pad” should be close enough to the pier that cargo could be directly unloaded via hoppers and conveyors into the “swing pad” without the need for machines or trucks. In our busy season when customer demand is at a peak, our deliveries could then be directly dispatched from the “swing pad” eliminating on-site trucking between the pier and stockpile area.

The largest vessels we berth in New York Harbor are Kamsarmax class, approximately 750 ft in length with a 48 ft draft. We would also be fully capable of operating with the present approach channel and berth depth of -40 MLLW. Atlantic Salt has historically operated in Staten Island with similar conditions prior to improvements conducted in 2008, and our affiliated companies in other locations continue to operate in similar conditions due to draft limitations imposed by municipal infrastructure. We also anticipate our cargo could be unloaded at the BMT from barges approximately 250-ft long.



Figure 4. Truck dispatch and ship unloading during winter at Eastern Minerals in Chelsea, MA.

Question 5

How much acreage would the proposed use occupy? Does the Respondent anticipate the port to grow over time? How much and in what ways? Does the Respondent anticipate a phased approach to both initial construction and potential growth?

Response: We would propose occupying 4 acres on a long-term basis for the stockpile/dispatch zone, with seasonal use of 1.5 acres for the “swing pad” described above. Additionally, our use assumes access to shared resources such as the pier, berth, and truck access-ways.

Question 6

Describe the amount and type of interior building space that the proposed business would require. Is there a specific location within the BMT site where these buildings would need to be located?

Response: Our operations would not require permanent interior building space. Within the fence-enclosed stockpile and dispatch area nearby the proposed truck scale we would propose an approximately 250-400 sf office trailer to use for dispatch.

Question 7

Do the proposed future public investments described above and in the BMT Vision Plan make BMT a more attractive site for your business?

Response: The proposed reconfiguration of piers 8, 9A, and 9B into a marginal pier is attractive to our business. This primarily provides value by creating a second berth that could moor vessels up to 750' in length without conflicting with the container operations at pier 10. Pending the final engineering design of the proposed upland area, this could also create more upland terminal area supporting a more efficient stockpile area. Based upon the geometry of salt piles, it is generally more space efficient to stockpile in square footprints than in long narrow rectangular areas.



Figure 5. Ship unloading with conveyors and hoppers at Atlantic Salt in Staten Island, NY.

Question 8

Are there different potential public infrastructure investments that would make the site more attractive to your business?

Response: Our operations would be best supported at the BMT if the resultant upland port areas were engineered to support the live loads of dry bulk operations. As described in response to Question 4, our present understanding of the BMT Vision Plan is that a significant portion of the proposed terminal area would be pile-supported, as opposed to filled land, which could limit the suitable locations for dry bulk stockpiles.

Additionally, in the proposed marginal pier / flex maritime area, we think the following infrastructure improvements would provide further value to our operations:

- Channel/berth maintenance dredging (or deepening to -50 MLLW for future growth)
- Mooring and fender infrastructure for various vessel sizes ranging from barges to Kamsarmax/Panamax ships
- Shared cranes suitable for unloading dry-bulk cargo
- Shared hopper / conveyor systems for dry bulk cargo pending anticipated tenants/uses (we're also accustomed to utilizing our own and wheeling into place)
- Access to shared electric loaders/trucks to rapidly support the transition to all-electric port operations

We also want to reiterate as we've mentioned elsewhere that we find it valuable to support a gradient of land use patterns: pier laydown area when unloading vessels, short-term lease "swing pad" area, and long-term lease terminal area.

Question 9

How important is a marginal pier with a 1,700 linear foot berth to your business? Could your business operate just as efficiently with the restoration of the finger piers at Piers 8, 9A and 9B instead?

Response: As indicated in response to Question 7 above, our business operations would benefit from the additional length afforded by the marginal pier for mooring approximately 750-ft long vessels without conflicting with the container operations at Pier 10. The optimal condition would be a marginal pier with the new upland areas constructed as filled land to support the heavy loads of dry bulk operations.

If the finger piers are restored to support the heavy loads of dry bulk cargo, we could conduct our operations at the BMT with barges. This would reduce efficiency as larger vessels would need to anchor in the harbor and be discharged via tugs and barges to the BMT. Ultimately, this would still provide the core benefit to our business of an additional location close to many of our customers.

Question 10

Describe how your business would meet the City's goal to build a modern, all-electric, 21st Century port.

Response: We would be excited to work with NYCEDC to electrify various aspects of our operations to meet environmental goals. We think that cranes and on-land conveying systems are strong candidates to be electrified. Investment in shared resources for dry bulk operations could help to further these goals.



Figure 6. Barge unloading at Atlantic Salt in Staten Island, NY.



Figure 7. Crane barge unloading salt from vessel anchored in New York Harbor to bring to Atlantic Salt terminal in Staten Island, NY.

Question 11

Are there other maritime industrial businesses whose presence at BMT would make it a more attractive location for your business?

Response: We think there would be synergies between our operations and other dry bulk operations—such as sand and aggregates—wherein we could share resources such as electrified unloading equipment, hoppers, conveyors, loaders, and trucks.

Question 12

What is your business' perspective on any synergies between BMT and a Hunts Point Marine Terminal?

Response: Atlantic Salt is strongly interested in exploring short-sea shipping operations to Hunts Point Marine Terminal to further reduce truck traffic within the Boroughs. We serve many customers north of Hunts Point with shipments presently delivered by truck from our Staten Island terminal via the Brooklyn-Queens Expressway. Establishing a “Blue Highway” route to transship salt between our Staten Island terminal, our proposed BMT stockpile, and a Hunts Point Marine Terminal would significantly reduce truck mileage along a heavily-trafficked stretch of the BQE.

Question 13

What site infrastructure, acreage, and equipment at the Hunts Point Marine Terminal would be desired?

Response: We anticipate that site infrastructure and equipment at Hunts Point Marine Terminal could mirror what we have proposed here at the BMT, and operate with the same size of approximately 4 acres.

Financial Proposal

Question 14

Describe, in qualitative terms, the core functions and services that the Respondent's business currently uses to generate revenue.

Response: Atlantic Salt principally transships bulk salt for de-icing roads. Our chief revenue stream is selling this salt to public safety agencies of the City, State, and surrounding jurisdictions. Over decades of operation, Atlantic has established a reputation for supplying high-quality road salt in even the worst weather conditions.

Question 15

Does the Respondent's company operate independently or is it a subsidiary of another? If the latter, who is the parent company and/or the largest holder(s)?

Response: Atlantic Salt, Inc is a subsidiary of Eastern Salt Company, Inc. Shelagh Mahoney is the president and majority owner of both companies.

Question 16

Provide examples of existing or previous operations, where similar functions described in this RFEI are used to generate revenue. Describe the financial model of these examples, including any public subsidies they receive.

Response: As described previously, Atlantic Salt operates maritime facilities transshipping bulk salt in Staten Island and Port Newark. With our affiliated companies under Eastern Salt Company we conduct similar operations in Baltimore, MD; Claymont, DE; Coeymans, NY; Providence, RI; Boston, MA; Portsmouth, NH; Portland, ME; and Searsport, ME. At all of these facilities, our basic service model is importing bulk salt to meet the demand of contracts with public safety agencies to maintain regional resilience to winter storm events. None of our facilities rely upon public subsidies to operate.



Figure 8. Salt supplied by our company being loaded for use during winter storm event.

Question 17

To support the Respondent's existing/previous operations, has the Respondent's firm historically invested in the development of these businesses? Investment could take the form of either direct capital injection for infrastructure and/or equipment, and/or the provision of equipment through other sources. If so, please provide examples and a description of whether such an investment strategy could be brought to BMT.

Response: During our decades of operations, we have undertaken numerous terminal maintenance, construction, and re-development projects across seven urban harbors on the East Coast. We are particularly experienced with maintenance regimes required for the upkeep of such marine industrial infrastructure as seawalls, bulkheads, ship berths, storm-water systems, cargo lay-down areas, and roadways. Below are examples of a couple of completed projects.

Example Project 1: Staten Island Dock Rehabilitation

In 2008 we undertook the rehabilitation of our dock in Staten Island, New York. This was a \$15 million dollar project that now enables our berth to receive and moor 42 foot draft Panamax vessels. Prior to 2008, such ships were required to anchor in the harbor and be lightered by tugs and barges in order to reduce draft. After lightering, the ships would maneuver to our dock to discharge the remainder of their cargoes. As a result of this dock rehabilitation project we are now able to berth and discharge such vessels far more efficiently, to the benefit of our operations and the salt supply chain of the region.

This Staten Island dock rehabilitation required such improvements as:

- Dredging the ship berth to a draft of 45+2 feet
- Constructing 700 linear feet of 75 foot deep steel bulkhead
- Construction of ship mooring infrastructure including fenders and bollards
- Construction of a new storm-water management system.

Additionally, the Staten Island dock rehabilitation project involved agreements, licenses, and permits associated with:

- The City's Department of Environmental Protection (DEP)
- The State's Department of Environmental Conservation (DEC)
- US Army Corps of Engineers
- US Coast Guard
- NYC Buildings Department

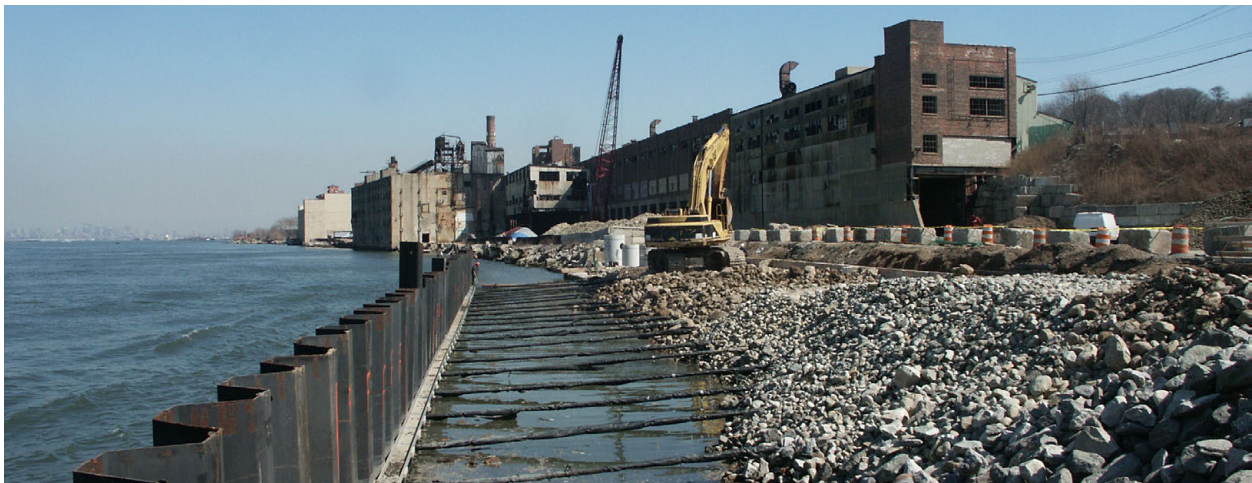


Figure 9. Ship berth dredging and bulkhead construction at Atlantic Salt terminal in Staten Island, NY.



Figure 10. Completed Rock Chapel Marine in Chelsea, MA.

Example Project 2: Rock Chapel Marine and P.O.R.T., Chelsea, MA

In 2014, we developed a new model of shared industry and public access in our nationally recognized Rock Chapel Marine and P.O.R.T. terminal located in Boston Harbor, in Chelsea Massachusetts. This property was a former marine petroleum terminal that unloaded barges carrying asphalt, gasoline, heating oil, and jet-fuel, and then distributed these products by truck across the region. Over many years of comprehensive discussions with state and city officials, regulatory agencies, NGO's, and the general public, we developed a new model of shared use that replaced the former oil terminal with new salt dock operations and combined it with a public access landscape called the P.O.R.T. (Publicly Organized Recreation Territory). The P.O.R.T. is a year-round public waterfront access area that expands in the summertime when the salt operations are less active.

This project in Boston Harbor successfully balances regional needs for resource and transportation sustainability through sea transport with local concerns for public access and natural landscape improvements. The Rock Chapel Marine site is now a critical link in the distribution of salt into the region, but it is also the site of a vibrant summertime basketball court, bike track, waterfront amphitheater, and viewing platforms. The P.O.R.T. and other areas of the terminal include more than 150 new trees and over one acre of native habitat rich vegetation. Rock Chapel Marine has imported hundreds of thousands of tons of salt, while simultaneously supporting outdoor theater, charity events, and art walks at the P.O.R.T. We are proud that the project has been recognized by several design awards, including the '2015 Excellence on the Waterfront Award' issued by the Waterfront Center in Washington DC.

The Rock Chapel Marine and P.O.R.T., required such improvements as:

- Historic timber bulkhead demolition
- New steel bulkhead and stone rip-rap shoreline construction
- Ship bollard construction
- Monitoring of sub-surface contaminants before, during, and after construction
- Oil terminal hazardous materials abatement, demolition, remediation, and capping
- New storm-water infrastructure
- The construction of a point of public access and seasonal recreation space (the P.O.R.T.)

Additionally, the Rock Chapel Marine project involved licenses, and permits associated with:

- Chapter 91 Massachusetts Public Waterfront Act
- Coastal Zone Management regulations for preserving working waterfronts
- DEP requirements for storm-water management
- Wetlands permitting under both state and federal laws and regulations
- Utility easement crossings
- Local Planning Board and Conservation Commission requirements
- USACE permits for bulkhead reconstruction
- Local Zoning

Development Strategy for BMT

As a tenant within the BMT, Atlantic Salt would primarily be interested in managing any necessary infrastructure improvements with the stockpile/dispatch area. We would also be interested in providing ongoing design review to the designated port operator during terminal development to help ensure the implemented development better supports bulk cargo operations.

Question 18

What are the general conditions (i.e., length of lease term) your firm typically seeks to support the business model.

Response: For the stockpile/dispatch zone, as well as the berth, pier, and truck access easement, Atlantic Salt would look for a 120 month lease with a built in automatic renewal unless written notice is provided by either party at least sixty days prior to the expiration.

For the seasonal use of the “swing pad” area, Atlantic Salt would look for either a day-rate for utilization or a month-to-month lease requiring thirty days notice for termination.

We also typically anticipate the port operator to have a stormwater management system and port security plan.

Employment

Question 19

Provide a brief description of the employment opportunities the Respondent's firm views could be associated with terminal operations, as well as within the broader community.

Response: Atlantic Salt is a woman-owned, family-operated business. We employ workers of diverse skill-levels, ages, races, ethnicities, countries of origin, and principal languages spoken. At most of our terminals, the majority of our dock employees live within walking distance. Many of our employees have worked within our operations for decades – some for as long as fifty years. Workers who began with us in their early twenties are still working with us at age seventy. This is true for both our office workers and dock workers. Our operations involve a large variety of career paths, which allows great worker mobility in both advancement and job/skill type. Workers who began as laborers became machine operators with training and experience. Some workers later became terminal managers. Dock workers have become sales managers and accounting assistants have become logistics managers and dispatchers. We often train workers for heavy equipment operator licenses, maintenance operations, or for certifications for specific jobs and project types.

Question 20

Provide an estimate of the number of Full Time Equivalent positions associated with the proposed project.

Response: Atlantic Salt would have 4 or 5 direct full-time employees on site. In addition, the proposed project would create an estimated 25 Full Time Equivalent positions when counting repair workers, stevedores, pilots, security, truck drivers, etc.



Figure 11. Eastern Salt Company dockworkers in Chelsea, MA.



Figure 12. Eastern Salt Company laborers covering salt pile in Chelsea, MA.

Question 21

Does the Respondent's firm have prior experience working with unionized labor, and in particular, the ILA - if so, where?

Response: Atlantic Salt has extensive experience over decades operating in New York Harbor and within the Port Authority of New York / New Jersey contracting stevedoring and mooring support services that engage with the ILA.

Question 22

Please describe plans for establishing a comprehensive workforce development strategy that could include a Project Labor Agreement, targeted community hiring, a maritime career readiness program for local disadvantaged residents, or other elements.

Response: If this project proceeds, we'd be happy to work with the NYCEDC to develop a comprehensive workforce development strategy. As indicated in response to Question 19, we consistently prioritize hiring within the communities we operate in, and provide in-house career development to support worker mobility.

Traffic/Utilities**Question 23**

How much car traffic and truck traffic would the proposed business generate at the BMT on a daily basis?

Response: Car traffic would be generally minimal: likely under 30 trips per day on a typical day, and under 50 trips on a busy day. Truck traffic is highly seasonal. In summer, there are often zero truck trips on a typical day. In winter, traffic increase but still fluctuates based upon demand. We anticipate there could be 300-400 trucks in a day at a maximum in response to local and regional urgent demand following a major winter storm event. This could be further reduced in conjunction with a facility at Hunts Point, distributing traffic between the two locations.

Question 24

How does the Respondent envision maximizing potential for Blue Highways at BMT?

Response: We are excited to explore the potential for establishing “Blue Highway” routes between our existing terminal in Staten Island, this proposed facility at BMT, and a potential future facility at Hunts Point. The potential will be highly contingent upon the infrastructure at each site, but we are excited to work with the City to advance a “Blue Highway” from ocean-going ships to local-service barges thereby reducing the truck traffic needed for the New York metro area to maintain winter readiness.

Question 25

Would the proposed business own boats or ships? How many? What size? Would these vessels need to be docked at BMT? How much berthing space would be required?

Response: Atlantic Salt does not typically own boats or ships. We do frequently utilize crane barges moored at our berths to unload larger vessels delivering cargo. These barges are typically 250-ft x 65-ft. A common configuration we use is to have two crane barges spaced apart to service a 750-ft long berth. Our demand for these would depend upon the final infrastructure of the BMT.

Question 26

What is the required electrical capacity needed to run the proposed business?

Response: This would require further evaluation based upon final shared terminal infrastructure.

General**Question 27**

Does the Respondent have any additional feedback on the BMT Vision Plan?

Response: Atlantic Salt is excited for further conversation as the project advances. We look forward to helping develop a more resilient public safety infrastructure in NYC and the broader metropolitan region.

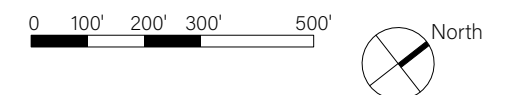
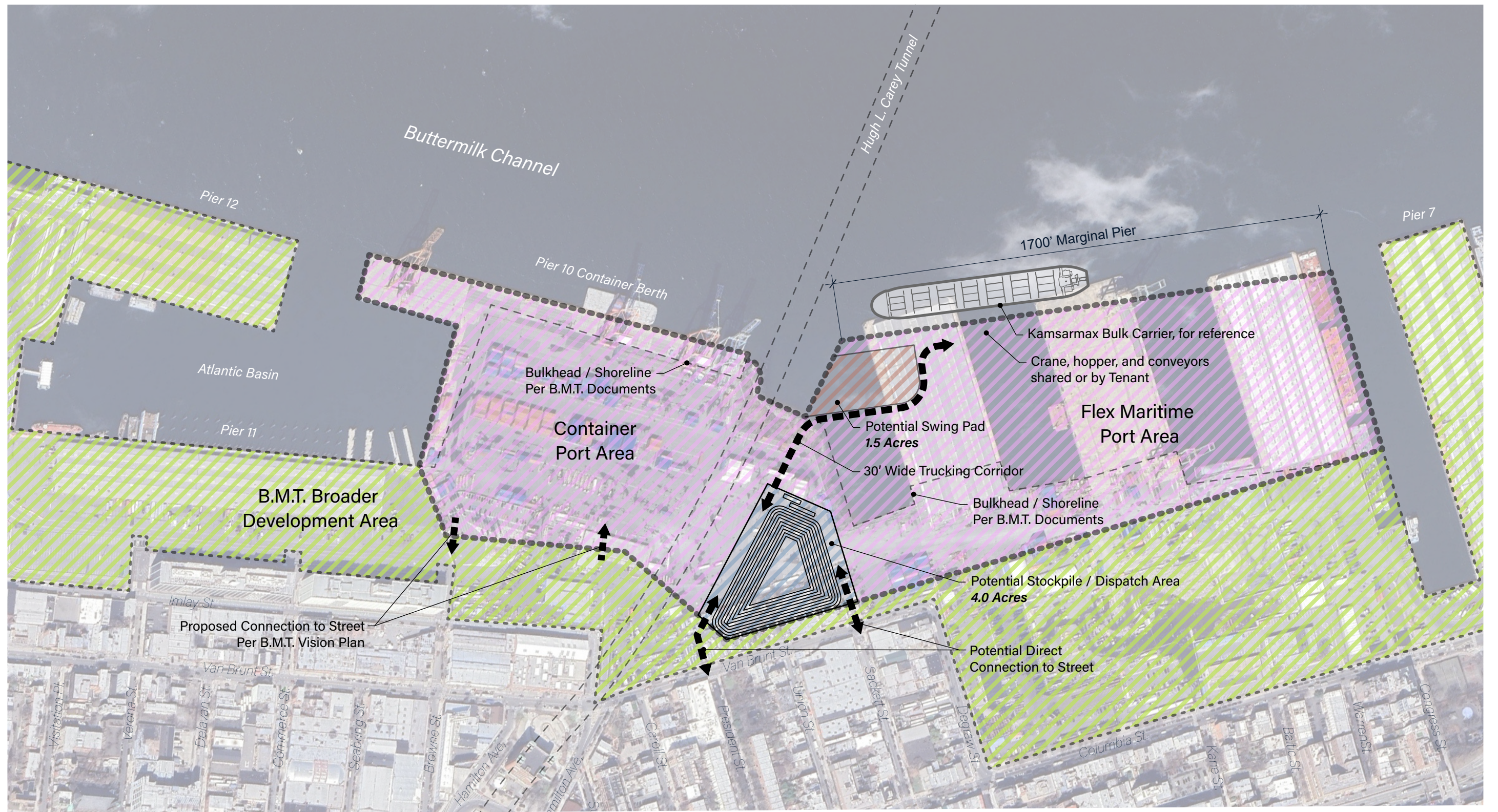


Figure 13. Potential layout of Atlantic Salt operations within Brooklyn Marine Terminal